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PAGE 01 STATE 097400

13

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SUBJECT: US- JAPAN TRADE DISCUSSIONS, MAY 7

1. SUMMARY. LATEST IN SERIES OF BILATERAL US- JAPAN DISCUSSIONS ON TRADE PROBLEMS HELD IN WASHINGTON MAY 7. ATMOSPHERE OF DAY- LONG SESSION WAS GENERALLY CORDIAL. JAPANESE CLEARLY PLEASED WITH PROGRESS MADE IN EFFORTS TO REDUCE

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PAGE 02 STATE 097400

TRADE IMBALANCE AND FIRST QUARTER TRADE FIGURES. DISCUSSIONS COVERED MANY OF SAME SUBJECTS RAISED AT HAKONE LAST JULY. JAPANESE CLARIFIED NUMBER OF QUESTIONS AND INDICATED THEY SERIOUSLY STUDYING FURTHER LIBERALIZATION OR EXPANSION

OF QUOTAS FOR SOME PRODUCTS, BUT GENERAL ATTITUDE WAS THAT GOJ, FOLLOWING TWO YEN REVALUATIONS AND SIGNIFICANT TRADE AND INVESTMENT LIBERALIZATION ACTIONS, WOULD NOW WANT TO OBSERVE RESULTS OF THESE ACTIONS BEFORE EMBARKING ON ANY MAJOR NEW LIBERALIZATION PROGRAMS.

2. AMBASSADOR EBERLE'S OPENING REMARKS NOTED APPRECIATION OF PROGRESS MADE, BUT STRESSED NEED TO REDUCE TRADE IMBALANCE (BOTH BILATERAL AND MULTILATERAL ABERRATIONS) AND TO RESOLVE MANY ISSUES BEFORE TRADE BILL HEARINGS FULLY UNDERWAY. DEPUTY VICE FOREIGN MINISTER TSURUMI'S REPLY INCLUDED PRESENTATION OF A DOCUMENT LISTING ALL ACTIONS TAKEN BY JAPAN TO REDUCE TRADE IMBALANCE SINCE AUGUST 1972 (COPIES POUCHED). US NOTED CONTINUED NEED FOR DISCUSSION ON LIBERALIZATION. ISSUES COVERED IN FAST- PACED MEETING WERE:

3. BALANCE OF PAYMENTS PROJECTIONS. US (MALMGREN) ACKNOWLEDGED FIRST QUARTER 1973 IMPROVEMENT IN US BILATERAL TRADE POSITION, BUT INDICATED SERIES OF SPECIAL CIRCUMSTANCES DAMPEN US OPTIMISM: (1) SIGNIFICANT RISE OF JAPANESE IMPORTS PRIMARILY IN RAW MATERIALS AND ALSO PARTLY ACCOUNTED FOR BY PRICE INCREASES; (2) INFLUENCE OF ANTICIPATORY US BUYING IN EXPECTATION YEN REVALUATION; (3) PEAKING OF US AGRICULTURAL EXPORTS IN MARCH; AND (4) QUESTIONABLE NATURE OF SOME JAPANESE LONG- TERM CAPITAL OUTFLOWS. CURRENT HIGH RATES OF GROWTH AND INFLATION OF US ECONOMY (NEITHER EXPECTED TO CONTINUE) MAKE US HESITANT TO PROJECT AT THIS TIME. NOTED THAT TO REDUCE DEFICIT TO DOLS. 3 BILLION IN 1973 WOULD REQUIRE 40 PERCENT INCREASE IN US EXPORTS OVER 1972, ASSUMING INCREASE IN US IMPORTS HELD TO 10 PERCENT. JAPANESE ALSO NOTED UNCERTAINTY IN SITUATION, BUT INDICATED GREATER OPTIMISM. THEY SAW FIRST QUARTER FIGURES AS RESULTING FROM OCTOBER EMERGENCY PROGRAM AND EXPECT FURTHER IMPROVEMENT AS CHANGE IN PARITIES BEGINS TO BE FELT. MITI PROJECTION OF DOLS. 2.7 BILLION BILATERAL SURPLUS FOR JFY 1973 CITED (DOLS. 9.2 BILLION EXPORTS; DOLS. 6.5 BILLION IMPORTS). ALSO DOLS. 2.5 BILLION CALENDAR YEAR 1973 DEFICIT PROJECTED ON BASIS FIRST QUARTER FIGURES. AGREEMENT REACHED TO LET EXPERTS CONSULT ON DISCREPANCIES. AMBASSADOR EBERLE ASKED FOR MEMORANDUM FROM JAPANESE ON THEIR ESTIMATES.

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PAGE 03 STATE 097400

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4. JAPANESE EXPORT CONTROLS. IN RESPONSE TO US QUESTIONS, JAPANESE INDICATED THAT FOR MANY PRODUCTS UNDER EXPORT CONTROL ENFORCEMENT HAD ONLY BEGUN AT THE END OF FEBRUARY (AUTOMOBILES IN JANUARY), BUT PROGRAM CONTINUES TO BE ENFORCED.

5. TARIFFS. US ASKED ABOUT POSSIBILITIES OF FURTHER TARIFF REDUCTIONS BEFORE MTN, PARTICULARLY ON ITEMS ON HAKONE LIST. BENEFITS OF SUCH ACTION TO JAPAN IN FIGHT AGAINST INFLATION EMPHASIZED. JAPANESE CITED LARGE NUMBER OF TARIFF REDUCTIONS IN 1972-73, DE FACTO TARIFF REDUCTIONS FROM YEN FLOAT, POLITICAL DIFFICULTIES AND JAPAN'S WISH TO TAKE COMPREHENSIVE APPROACH TO MTN, I. E., MAKE NO NEW TARIFF REDUCTIONS BEFORE MTN. US GAVE JAPANESE REVISED LIST OF TARIFF REDUCTIONS DESIRED BY US (POUCHED TO EMBASSY). JAPAN AGREED REVIEW LIST.

6. QUOTA LIBERALIZATION. A. COMPUTERS - US EMPHASIZED NEED FOR FULL LIBERALIZATION AS PROMPTLY AS POSSIBLE. POINTED TO STAGNANCE OF US COMPUTER EXPORTS TO JAPAN AS PROOF OF RESTRICTIVE EFFECT OF JAPAN'S IMPORT CONTROLS, DESPITE HAKONE- AGREED LIBERALIZATION STEPS. JAPANESE RECALLED DIFFICULTIES AS OUTLINED AT HAKONE AND POINTED OUT THAT IMPORTS INCREASING FASTER THAN DOMESTIC SALES, E. G., APRIL- SEPTEMBER 1972 OVER SAME PERIOD 1971, 28.3 PERCENT FOR " FOREIGN" (PROBABLY INCLUDING IBM- JAPAN) AND 12.5 PERCENT FOR DOMESTIC MACHINES. (EMBASSY REQUESTED CONFIRM AND ANALYZE THESE AND OTHER PERTINENT DATA.) JAPANESE REVIEW TO CONTINUE ON THIS MATTER. B. INTEGRATED CIRCUITS - US AGAIN REQUESTED IMMEDIATE COMPLETE LIBERALIZATION, PARTICULARLY IN VIEW OF DECLINE IN US IC EXPORTS TO JAPAN IN 1972. JAPANESE INDICATED THAT TANAKA IS CONSIDERING THIS MATTER AND WILL SOON SET TARGET DATE. C. LEATHER - US RECOGNIZED SPECIAL PROBLEMS IN THIS AREA BUT URGED ESTABLISHMENT OF TIMETABLE FOR LIBERALIZATION; LIMITED OFFICIAL USE
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PAGE 04 STATE 097400

JAPANESE MADE NO RESPONSE. D. ORANGES - US REPEATED REQUEST FOR MAY- OCTOBER LIBERALIZATION, NOTED THAT CURRENT LOWER MIKAN PRICES IN JAPAN MADE US ORANGES LESS COMPETITIVE AND CONCLUDED THAT JAPANESE SHOULD HAVE NO CONCERN OVER THEM. JAPANESE REPLIED THAT THEY HAVE A SURPLUS OF MIKANS AND THAT 13 COUNCILORS HAVE THREATENED TO RESIGN FROM THE LDP (AND THUS DEPRIVE IT OF ITS MAJORITY) IF ANY ACTION IS TAKEN IN THIS AREA. US ASKED FOR ANSWER BY MAY 31. E. ORANGE JUICE - US QUESTIONED WHY NO ACTION DESPITE JAPANESE WILLINGNESS CONSIDER COOPERATIVE ARRANGEMENT AT HAKONE; JAPANESE INDICATED THAT THIS IS PRIVATE, NOT GOVERNMENT, MATTER AND THAT JAPANESE JUICE COOPERATIVES UNABLE TO GET ASSURANCE THAT ALL IMPORTED JUICE WOULD BE USED FOR BLENDING. THEY JUSTIFIED ONE-WINDOW APPROACH AS NECESSARY TO GUARANTEE THAT US JUICE WILL BE MIXED WITH JAPANESE AND NOT SOLD ON MARKET. F. OTHER AGRICULTURAL PRODUCTS - JAPANESE INDICATED THEY WOULD CONSIDER FLEXIBLE EXPANSION OF QUOTA FOR OTHER FRUIT JUICES AND THAT THEY ARE EXPANDING QUOTA FOR PEANUTS BY AN AMOUNT EQUAL TO 8 PERCENT OF LAST YEAR'S

TOTAL DOMESTIC CONSUMPTION. (FOLLOWING LATER US INQUIRY, MATSUOKA, AGATTACHE, CHECKED YOSHIOKA'S STATEMENT ON THIS AND SAID YOSHIOKA WAS MISTAKEN; THE INCREASE WILL IN FACT BE ABOUT 20,000 TONS FOR THE 1973/74 GLOBAL QUOTA, TO BE AUTHORIZED IN EQUAL SIX MONTH QUANTA.) NO COMMENT ON PULSES. IN CONCLUSION US URGED JAPANESE TO REVIEW THESE ISSUES BEFORE THE END OF THIS MONTH (TIME LINKED TO TRADE BILL) AND POINTED OUT " GATT PROBLEM" OF ILLEGAL QUOTAS.

7. FOREIGN INVESTMENT IN JAPAN. US COMMENDED RECENT SIGNIFICANT LIBERALIZATION, BUT RAISED QUESTIONS CONCERNING IMPLEMENTATION, INCLUDING EXTENT OF MITI INVOLVEMENT. JAPANESE SUGGESTED THAT US QUESTIONS RE OPERATION OF NEW REGIME BE DIRECTED TO THEM THROUGH EMBASSY TOKYO SINCE NO ONE ON GOJ DELEGATION COMPETENT TO GIVE DETAILED RESPONSES.

8. JAPANESE INVESTMENT IN US. US INDICATED THAT WE WELCOME FOREIGN INVESTMENT, BUT WARNED OF CRITICISM FOR INVESTMENT PREDOMINANTLY IN AREAS WITH LITTLE OR NO EMPLOYMENT EFFECT, SUCH AS REAL ESTATE. IN REPLY TO US LIMITED OFFICIAL USE
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PAGE 05 STATE 097400

QUESTION, JAPANESE INDICATED THAT THERE WILL BE GRADUAL INCREASE IN INVESTMENT OF ALL KINDS BY JAPANESE IN US BUT WERE UNABLE TO PROVIDE ESTIMATE OF ITS MAGNITUDE.

9. AGRICULTURAL PURCHASES. US INDICATED INTEREST IN FUTURE JAPANESE REQUIREMENTS. JAPANESE EXPRESSED THANKS TO USDA FOR HELPFUL ATTITUDE AND INDICATED FOR JFY 1973 EXPECTED REQUIREMENTS FROM US OF 3.0 MILLION TONS WHEAT, 7.25 MILLION TONS CORN AND GRAIN SORGHUM, AND 3.2 MILLION TONS SOYBEANS. US REVIEWED ITS CURRENT PRODUCTION SITUATION, INDICATED JAPANESE PROJECTIONS ARE CLOSE TO OUR ESTIMATES, AND URGED JAPANESE TO CONTINUE BUYING FORWARD.

10. AID. WHILE EXPRESSING APPROVAL OF MEASURES ALREADY TAKEN, US URGED JAPANESE TO FURTHER INCREASE AID TO LDCS AND TO UNTIE ALL AID. JAPANESE SUGGESTED POSSIBLE REVIVAL OF GENERAL UNTYING DISCUSSION IN DAC TOGETHER WITH SUPPORT FOR INTRA- LDC UNTYING. IN ADDITION THEY EMPHASIZED RECENT EXPANSION OF THEIR GSP SYSTEM.

11. GOVERNMENT PROCUREMENT. US INDICATED THAT WHILE WE APPRECIATE RESCISSION OF " BUY JAPAN" DECREE IN SEPTEMBER, WE ARE CONCERNED THAT JAPANESE PROCEDURES NOT SUFFICIENTLY " VISIBLE" AND MAY NOT PROVIDE FULL OPPORTUNITY FOR POTENTIAL FOREIGN SUPPLIERS TO COMPETE EFFECTIVELY FOR GOVERNMENT CONTRACTS. JAPANESE OFFERED TO PROVIDE TEXT OF PROCUREMENT REGULATIONS AND TO ANSWER ANY QUESTIONS US MIGHT HAVE AFTER STUDYING THEM. IN RESPONSE

TO JAPANESE QUESTION ON US "BUY AMERICAN" PREFERENCES, US INDICATED THAT WE ARE PREPARED TO CONSIDER THIS QUESTION IN FORTHCOMING MTN AS PART OF AN INTERNATIONAL CODE.

12. STOCKPILE PURCHASES. US EXPRESSED KEEN INTEREST IN SELLING TO JAPAN FROM OUR STOCKPILE AND PRESENTED JAPANESE WITH PAPER LISTING AVAILABLE COMMODITIES. JAPANESE INDICATED THAT SERIOUS STUDY BEING GIVEN TO INITIATING STOCKPILE PROGRAM, BUT NOTED THAT BEFORE DECISIONS CAN BE MADE ON PURCHASES THERE ARE A NUMBER OF PROBLEMS TO BE RESOLVED, E. G., NEED FOR VAST CAPITAL INVESTMENT, PRICES, PARITY CHANGES. YOSHIOKA MENTIONED GOJ WANTED TO SET UP BUFFER STOCKS OF GRAINS. FELT ABOUT 7 MILLION TONS WOULD LIMITED OFFICIAL USE
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PAGE 06 STATE 097400

BE ADEQUATE IN FACT OF PRESENT PRICE LEVELS AND TO KEEP LIVESTOCK PRICES DOWN IN JAPAN. WE DID NOT RESPOND DIRECTLY TO THIS.

13. NUCLEAR POWER PLANTS. US POINTED OUT BENEFITS OF BUYING THESE FROM US AND REITERATED PROPOSAL THAT SIX OF NEXT TWELVE 1100 MWE RANGE PLANTS BE PURCHASED HERE. JAPANESE INDICATED THAT ONLY 10 PLANNED BY END 1975 AND EVEN THESE ARE UNCERTAIN BECAUSE OF PUBLIC CONCERN ABOUT ENVIRONMENT. JAPANESE CITED A STUDY THEY HAD DONE INDICATING THAT PRICE DIFFERENTIAL, LENGTHY DELIVERY TIMES AND DIFFICULTIES IN OBTAINING REPAIR SERVICE WOULD MAKE PURCHASE OF US PLANTS IMPOSSIBLE WITHOUT TARIFF WAIVER AND IMPORT FINANCING STUDY. US DISPUTED THIS VIEW.

14. GATT WORK PROGRAM. AMBASSADOR MALMGREN OUTLINED CURRENT US THINKING ON WORK OF GATT PREPARATORY COMMITTEE AND BEGINNING OF NEGOTIATIONS. HE INDICATED CONCERN ABOUT PRESS REPORTS THAT OHIRA AND GISCARD D'ESTAING HAD AGREED NOT TO START NEGOTIATIONS UNTIL US HAS LEGISLATIVE AUTHORITY IN HAND. (WE FEEL IT WOULD BE POSSIBLE TO START IN MID- OCTOBER REGARDLESS.) JAPANESE INDICATED THAT THEY UNDERSTOOD SUCH REPORTS WERE ERRONEOUS.

15. US TRADE LEGISLATION. US INDICATED HOUSE PASSAGE EXPECTED IN JULY, SENATE BY CHRISTMAS AT THE LATEST. EBERLE OUTLINED PARTS OF BILL MOST LIKELY TO BE CONTESTED. OF THESE JAPANESE COMMENTED ONLY ON PROVISIONS FOR MARKET DISRUPTION, EXPRESSING HOPE THAT ANY ACTIONS UNDER THESE PROVISIONS BE CONSISTENT WITH INTERNATIONALLY ACCEPTED RULES AND PROCEDURES. US ASSURED THEM THAT PROVISIONS OF US BILL COULD FIT INTO A MULTILATERAL SAFEGUARD ARRANGEMENT.

16. EC ENLARGEMENT. JAPANESE EXPRESSED INTEREST IN THE STATE OF THESE NEGOTIATIONS WHILE CONCEDING THEIR LACK OF

DIRECT INTEREST IN THE MATTER. US BRIEFLY REVIEWED STATUS OF NEGOTIATIONS.

17. EC- JAPAN BILATERAL TRADE NEGOTIATIONS. IN REPLY TO QUESTION CONCERNING PRESS REPORT THAT SOAMES AND OHIRA HAD LIMITED OFFICIAL USE
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PAGE 07 STATE 097400

AGREED TO ABANDON THESE NEGOTIATIONS, TSURUMI SAID SOAMES WAS LESS INSISTENT ON BILATERAL SAFEGUARDS AND MORE WILLING TO TALK ABOUT SPECIFIC PROBLEM AREAS. TSURUMI WILL VISIT BRUSSELS IN JUNE FOR CONSULTATIONS WITH EC.

18. ENFORCEMENT OF SANITARY REGULATIONS. IN RESPONSE TO US QUERIES ABOUT STEPPED- UP ENFORCEMENT, JAPANESE INDICATED THAT THERE HAD BEEN NO CONSCIOUS SHIFT IN POLICY ALTHOUGH, AS HEALTH AND SAFETY PROBLEMS ARE OF INCREASING CONCERN TO JAPANESE PUBLIC, ENFORCEMENT MAY BE CARRIED OUT WITH DIFFERENT ATTITUDES. IN RESPONSE TO US REQUEST FOR SINGLE POINT OF CONTACT, JAPANESE INDICATED THAT EMBASSY SHOULD BRING COMPLAINTS IN THIS AREA TO ATTENTION OF FOREIGN OFFICE (UKAWA).

19. MEETING ENDED WITH GENERAL AGREEMENT THAT THE BILATERAL TRADE SITUATION HAD IMPROVED, BUT TOO EARLY TO ASSUME SUSTAINED RATE OF PROGRESS ASSURED. US URGED JAPANESE TO SERIOUSLY CONSIDER REMAINING PROBLEMS VERY SOON.

20. COMMENT. WHILE MEETING ELICITED LITTLE IN THE WAY OF NEW COMMITMENTS TO LIBERALIZE, IT DID PROVIDE US WITH AN OPPORTUNITY TO CLARIFY OUR PRIORITIES TO JAPANESE AND TO INDICATE TO THEM THE IMPORTANCE OF THESE ISSUES VIS- A- VIS CONGRESS. WHILE ATMOSPHERE OF THE MEETING WAS GENERALLY CORDIAL, JAPANESE WERE EVIDENTLY QUITE PLEASED WITH MOVEMENT THEY HAVE MADE TO RECTIFY TRADE IMBALANCE AND SEEM LITTLE INCLINED TO TAKE FURTHER SIGNIFICANT STEPS PRIOR TO MTN.

21. ACTION. EMBASSY REQUESTED FOLLOW UP WITH GOJ ON FOLLOWING POINTS:

A. REQUESTED JAPANESE TARIFF REDUCTIONS (REVISED LIST POUCHED).

B. COMPUTERS AND ICS - EMBASSY REQUESTED REPORT ON JAPANESE IMPORTS OF COMPUTERS AND ICS AND THEIR RELATION TO DOMESTIC PRODUCTION OR SHIPMENTS. ALSO EMBASSY REQUESTED PURSUE WITH GOJ, AS APPROPRIATE, OUR LIBERALIZATION OBJECTIVES.

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PAGE 08 STATE 097400

C. ORANGES - IN VIEW IMMINENCE OF SUMMER SEASON, EMBASSY SHOULD PUSH FOR DECISION ON SEASONAL LIBERALIZATION BY MAY 31.

D. ORANGE JUICE - EMBASSY REPORT ON STATUS OF JAPANESE- US INDUSTRY DISCUSSIONS REQUESTED. EMBASSY SHOULD PUSH FOR EARLY FORWARD MOVEMENT.

E. OTHER AGRICULTURAL PRODUCTS - WE WOULD APPRECIATE KNOWING JFY 1973 QUOTAS.

F. FOREIGN INVESTMENT LIBERALIZATION - EMBASSY SHOULD POSE QUESTIONS TO GOJ CONTAINED IN US MAY 7 POSITION PAPER

(POUCHED). ALSO REPORT US BUSINESS COMMUNITY'S REACTION TO NEW LIBERALIZATION ACTION.

G. GOVERNMENT PROCUREMENT - US CONCERNED ABOUT LACK OF OPENNESS ON GOJ PROCUREMENT. EMBASSY SHOULD PURSUE QUESTIONS AND COMMENTS CONTAINED IN US POSITION PAPER (POUCH-ED) ON ASSUMPTION OUR CONCERNS NOT ANSWERED BY CURRENT GOJ PROCUREMENT REGULATIONS. EMBASSY REQUESTED FORWARD TRANSLATION OF THESE REGULATIONS AND OTHER PERTINENT DOCUMENTS. ALSO, AS APPROPRIATE, ENCOURAGE GOJ TO LOOK FOR OPPORTUNITIES TO SEEK OUT US SUPPLIERS TO FILL GOVERNMENT CONTRACTS.

H. STOCKPILE PURCHASES - COPY OF SURPLUS STOCKPILE COM-MODITIES LIST GIVEN TO GOJ POUCHED TO EMBASSY. EMBASSY SHOULD PURSUE QUESTION.

I. NUCLEAR REACTORS - WE WOULD APPRECIATE KNOWING: (A) WHICH TWO PLANTS DROPPED FROM PLANNING THROUGH 1975; (B) ANY DATA OR COMMENTS EMBASSY CAN PROVIDE RE GOJ STATE-MENT US REACTORS COST 30 PERCENT MORE THAN JAPANESE REAC-TORS BEFORE FEBRUARY DOLLAR DEVALUATION AND YEN FLOAT (20 PERCENT MORE AT PRESENT TIME) AND (C) FURTHER DETAILS RE TERMS ON WHICH GOJ PREPARED TO PROVIDE FINANCING FOR IMPORT OF US NUCLEAR REACTORS. RUSH

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